

PRODUCERS' QUESTIONNAIRE
CERTAIN WAX AND WAX/RESIN THERMAL TRANSFER RIBBONS FROM
FRANCE, JAPAN, AND KOREA

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than June 16, 2003

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning certain wax and wax/resin thermal transfer ribbons ("TTR") from France, Japan, and Korea (invs. Nos. 731-TA-1039-1041 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____

Has your firm produced certain TTR and/or slitted fax TTR (as defined in the instruction booklet) at any time since January 1, 2000?

☐

NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐

YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout these investigations may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these investigations or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

()

Phone

()

Fax

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

- I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

- I-3. Do you support or oppose the petition? Please explain.

☐ Support ☐ Oppose ☐ Take no position

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determination in these investigations is affirmative and an antidumping duty order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930, will provide a list of firms supporting the petition to the Customs Service for possible distribution of any antidumping that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

☐ Yes ☐ No (that is, I do not wish my position on the petition to be made public)

- I-4. Is your firm owned, in whole or in part, by any other firm?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS--Continued

- I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain TTR from France, Japan, or Korea into the United States or which are engaged in exporting certain TTR from France, Japan, or Korea to the United States?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

- I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of certain TTR?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Christopher J. Cassise (202-708-5408; ccassise@usitc.gov). **Supply all data requested on a calendar-year basis.**

- II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

Phone No. _____ E-mail address _____

- II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of certain TTR since January 1, 2000?

☐ No ☐ Yes--Supply details as to the time, nature, and significance of such changes.

PART II.--TRADE AND RELATED INFORMATION--Continued

II-3. Does your firm produce other products on the same equipment and machinery used in the production of certain TTR?

☐ No ☐ Yes--List the following information.

Product

Basis for allocation of capacity data

II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities.

II-5. Does your firm produce other products using the same production and related workers employed to produce certain TTR?

☐ No ☐ Yes--List the following information.

Product

Basis for allocation of employment data

II-6. Since January 1, 2000, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of certain TTR?

☐ No ☐ Yes--Name firm: _____

II-7. Does your firm produce certain TTR in a foreign trade zone (FTZ)?

☐ No ☐ Yes--Identify FTZ(s): _____

II-8. Since January 1, 2000, has your firm imported certain TTR?

☐ No ☐ Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

PART II.--TRADE AND RELATED INFORMATION--Continued

II-9. **COMPARABILITY OF CERTAIN SLITTED TTR BY U.S. COATERS AND BY U.S. CONVERTERS.**--Please describe the differences and similarities in certain slitted TTR produced by U.S. coaters and by U.S. converters for the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical/chemical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, skilled labor, and technical expertise involved in U.S. production activity; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two TTR products. Use additional pages as necessary.

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:

PART II.--TRADE AND RELATED INFORMATION--Continued

II-10. Please provide the following information on the cost of production (COP) during 2002, for each of the steps performed by your firm in the production of certain TTR:

Item	U.S. content cost	Foreign content cost	Total cost
	<i>Value (\$1,000)</i>		
U.S. coaters:			
Ink-making			
Coating			
Slitting			
Packaging			
Total			
U.S. converters:			
Purchased unslit rolls			
Slitting			
Packaging			
Total			
Total 2002 production (1,000 msi (thousand square inches)):			

II-11. Please provide the quantity and value of your firm's U.S. shipments for certain TTR in jumbo and slitted form.

Item	Calendar years			January-March	
	2000	2001	2002	2002	2003
U.S. shipments in jumbo form:					
Quantity of U.S. shipments (1,000 msi)					
Quantity of U.S. shipments (1,000 pounds)					
Value of U.S. shipments (\$1,000)					
U.S. shipments in slitted form:					
Quantity of U.S. shipments (1,000 msi)					
Quantity of U.S. shipments (1,000 pounds)					
Value of commercial shipments (\$1,000)					

PART II.--TRADE AND RELATED INFORMATION--Continued

II-12. **U.S. Coaters.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of certain TTR in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in 1,000 msi (thousand square inches), value in \$1,000)</i>					
Item	Calendar years			January-March	
	2000	2001	2002	2002	2003
AVERAGE PRODUCTION CAPACITY <i>(quantity)</i>					
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>					
PRODUCTION <i>(quantity)</i>					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments <i>(1,000 msi)</i>					
Quantity of commercial shipments <i>(1,000 pounds)</i>					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption <i>(1,000 msi)</i>					
Quantity of internal consumption <i>(1,000 pounds)</i>					
Value ¹ of internal consumption					
Transfers to related firms:					
Quantity of transfers to related firms <i>(1,000 msi)</i>					
Quantity of transfers to related firms <i>(1,000 pounds)</i>					
Value ¹ of transfers to related firms					
EXPORT SHIPMENTS:²					
Quantity of export shipments <i>(1,000 msi)</i>					
Quantity of export shipments <i>(1,000 pounds)</i>					
Value of export shipments					
END-OF-PERIOD INVENTORIES³ <i>(quantity)</i>					
U.S. SHIPMENTS TO DISTRIBUTORS <i>(quantity)</i>					
U.S. SHIPMENTS TO END USERS <i>(quantity)</i>					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs <i>(1,000 hours)</i>					
WAGES PAID TO PRWs <i>(value)</i>					
¹ Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002 below:					
² Identify your principal export markets: _____					
³ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

PART II.--TRADE AND RELATED INFORMATION--Continued

II-13. **U.S. Converters/slitters.**--Report your firm's production capacity, production, shipments, inventories, and employment related to the production of certain TTR in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in 1,000 msi (thousand square inches), value in \$1,000)</i>					
Item	Calendar years			January-March	
	2000	2001	2002	2002	2003
AVERAGE PRODUCTION CAPACITY <i>(quantity)</i>					
BEGINNING-OF-PERIOD INVENTORIES <i>(quantity)</i>					
PRODUCTION FROM--					
U.S. produced "jumbo" TTR <i>(quantity)</i>					
Foreign-sourced "jumbo" TTR <i>(quantity)</i>					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments <i>(1,000 msi)</i>					
Quantity of commercial shipments <i>(1,000 pounds)</i>					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption <i>(1,000 msi)</i>					
Quantity of internal consumption <i>(1,000 pounds)</i>					
Value ¹ of internal consumption					
Transfers to related firms:					
Quantity of transfers to related firms <i>(1,000 msi)</i>					
Quantity of transfers to related firms <i>(1,000 pounds)</i>					
Value ¹ of transfers to related firms					
EXPORT SHIPMENTS:²					
Quantity of export shipments <i>(1,000 msi)</i>					
Quantity of export shipments <i>(1,000 pounds)</i>					
Value of export shipments					
END-OF-PERIOD INVENTORIES³ <i>(quantity)</i>					
U.S. SHIPMENTS TO DISTRIBUTORS <i>(quantity)</i>					
U.S. SHIPMENTS TO END USERS <i>(quantity)</i>					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs <i>(1,000 hours)</i>					
WAGES PAID TO PRWs <i>(value)</i>					
¹ Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002 below:					
² Identify your principal export markets: _____					
³ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

PART II.--TRADE AND RELATED INFORMATION--Continued

- II-14. If you reported transfers to related firms in question II-9, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

- II-15. Other than direct imports, has your firm otherwise purchased certain TTR since January 1, 2000? (See definitions in the instruction booklet.)

☐
☐

No

Yes--Report such purchases below for the specified periods.¹

<i>(Quantity in 1,000 msi (thousand square inches), value in \$1,000)</i>					
Item	Calendar years			January-March	
	2000	2001	2002	2002	2003
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--					
FRANCE:					
Quantity					
Value					
JAPAN:					
Quantity					
Value					
KOREA:					
Quantity					
Value					
ALL OTHER COUNTRIES:					
Quantity					
Value					
PURCHASES FROM DOMESTIC PRODUCERS:²					
Quantity					
Value					
PURCHASES FROM OTHER SOURCES:²					
Quantity					
Value					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.					
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier.					

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Justin Jee (202-205-3186; jjee@usitc.gov).

III-1. Who should be contacted regarding the requested financial information?

Company contact: _____
 Name and title _____

 Phone No. _____ E-mail address _____

III-2. When does your fiscal year end (month and day)? _____

If your fiscal year changed during the periods for which data are being reported, explain below:

III-3. Accounting basis.--The financial records of your firm are prepared on the basis of:

☐ GAAP ☐ Tax ☐ Cash ☐ Other (specify) _____

III-4. Reports and statements.--Did your firm or your parent prepare any of the statements or documents listed below during the period of these investigations? If so, please submit copies of them along with your completed questionnaire unless they are available on the World Wide Web (including the Securities and Exchange Commission's EDGAR site).

My firm or parent does ____ or does not ____ prepare financial statements (annual reports, 10-K's). Are the above documents available on the World Wide Web?

	YES	NO
At the SEC's EDGAR site?		
At some other site? (WWW address _____)		

My firm or parent does ____ or does not ____ prepare internal profit-and-loss reports on certain TTR operations which indicate the cost of production of certain TTR.

My firm or parent does ____ or does not ____ prepare internal reports indicating the cost of production of certain TTR.

III-5. Other products.--Please list any other products you produced in the facilities in which you produced certain TTR, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Product(s)	Share of sales
_____	_____
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

- III-6. **U.S. Coaters: Operations on certain TTR.**--Report the revenue and related cost information requested below on the certain TTR operations of your U.S. establishment(s).¹ Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

<i>(Quantity in 1,000 msi (thousand square inches), value in \$1,000)</i>					
Item	Fiscal years ended--			January-March	
	_____	_____	_____	2002	2003
Net sales quantities:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (including internal consumption and transfers to related firms):					
Raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.					

PART III.--FINANCIAL INFORMATION--Continued

III-7. **U.S. Converters/slitters: Operations on certain TTR.**--Report the revenue and related cost information requested below on the certain TTR operations of your U.S. establishment(s).¹ Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

<i>(Quantity in 1,000 msi (thousand square inches), value in \$1,000)</i>					
Item	Fiscal years ended--			January-March	
	_____	_____	_____	2002	2003
Net sales quantities:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (including internal consumption and transfers to related firms):					
Raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.					

PART III.--FINANCIAL INFORMATION--Continued

- III-8. Capital expenditures, research and development expenditures, and asset values.--Report your firm's capital expenditures and research and development expenditures on certain TTR, and the values of the property, plant, and equipment used in the production of certain TTR. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

<i>(Value in \$1,000)</i>					
Item	Fiscal years ended--			January-March	
	_____	_____	_____	2002	2003
Capital expenditures					
Research and development expenditures					
Property, plant, and equipment:					
Original cost					
Book value					

- III-9. Since January 1, 2000, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of certain TTR from France, Japan, or Korea.

☐ No

☐ Yes--My firm has experienced actual negative effects as follows:

Cancellation or rejection of expansion projects ☐

Denial or rejection of investment proposal ☐

Reduction in the size of capital investments ☐

Rejection of bank loans ☐

Lowering of credit rating ☐

Problem related to the issue of stocks or bonds ☐

Other (specify) _____

- III-10. Does your firm anticipate any negative impact of imports of certain TTR from France, Japan, or Korea?

☐ No

☐ Yes--My firm anticipates negative effects as follows:

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from John Benedetto (202-205-3270; e-mail: jbenedetto@usitc.gov).

IV-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____
Name and title

Phone No.

E-mail address

Section IV-A.--PRICE DATA

This section requests quarterly price and quantity data concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products during January 2000-March 2003:

Product 1.—General purpose wax ribbon (also known as “resin enhanced wax”) or “premium wax” ribbons), such as or directly competitive with ITW’s W90, DNP’s W137, Dynic’s S2, Armor’s AWX500, Union Chemicar’s UN250, and IIMAK’s High Mark, Fast Wax, Versa Mark, Flex Mark, and Hard Wax, supplied in a standard configuration offered by OEMs to fit printers such as Zebra, Datamax, Sato, Tec, and Monarch, in slit form, between 80 mm and 110 mm in width, and between 350 and 600 m in length on a core with a 1 inch internal diameter.

Product 2.—General purpose wax ribbon (also known as “resin enhanced wax” or “premium wax” ribbons), such as or directly competitive with ITW’s W90, DNP’s W127, Dynic’s S2, Armor’s AWX500, Union Chemicar’s UN250, and IIMAK’s High Mark, Fast Wax, Versa Mark, Flex Mark, and Hard Wax, in jumbo form.

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-A.--PRICE DATA--Continued**

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified product¹ and end user combinations produced and sold by your firm.

Product 1 ☐ Product 2 ☐

Sales to:

OEMs ☐ Distributors ☐ Slitters/converters ☐

(Quantity in msi, value in dollars)		
Period of shipment	Quantity	Value ²
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/> <hr/>		
² Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.		

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

- IV-B-1. Please describe how your firm determines the prices that it charges for sales of certain TTR (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

- IV-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

- IV-B-3. What are your firm's typical sales terms for its U.S.-produced certain TTR (e.g., 2/10 net 30 days)? _____. On what basis are your prices of domestic certain TTR usually quoted (e.g., f.o.b. warehouse, or delivered)? _____

- IV-B-4. Approximately what percentage of your firm's sales of its U.S.-produced certain TTR are on a contract (____ percent) vs. spot sales (____ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

(a) What is the average duration of a contract? _____

(b) How frequently are contracts renegotiated? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

(e) What are the standard quantity requirements, if any? _____

(f) What is the price premium for sub-minimum shipments? ____ percent

- IV-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of certain TTR? _____

- IV-B-6. What is the approximate percentage of the total delivered cost of certain TTR that is accounted for by transportation costs? ____ percent. Who generally arranges the transportation to your customers' locations? Your firm ____ or purchaser ____ (check one). What proportion of your sales occur within 100 miles of your storage or production facility? ____ percent. 101 to 1,000 miles? ____ percent. Over 1,000 miles? ____ percent.

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-7. What is the geographic market area in the United States served by your firm's certain TTR?

IV-B-8. What other products may be substitutes for certain TTR?

IV-B-9. Describe the end uses of the certain TTR that you manufacture. For each end use product, what percentage of the total cost is accounted for by certain TTR?

IV-B-10. How has the demand within the United States (and outside the United States if known) for certain TTR changed since January 1, 2000? What were the principal factors affecting changes in demand?

IV-B-11. Have there been any significant changes in the product range or marketing of certain TTR in the past five years?

☐ No ☐ Yes--Please describe.

IV-B-12. Does your firm sell certain TTR over the internet?

☐ No ☐ Yes--Please describe, noting the estimated percentage of your firm's total sales of certain TTR in 2002 accounted for by internet sales.

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

[illegible]

PART IV.--PRICING AND RELATED INFORMATION--Continued

IV-B-14. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between certain TTR produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "O" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	France	Japan	Korea	Other countries
United States					
France					
Japan					
Korea					

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of certain TTR, identify the country-pair and report the advantages or disadvantages imparted by such factors:

[illegible]

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-C.--CUSTOMER IDENTIFICATION**

Please identify below the names and addresses of your firm's 10 largest customers for certain TTR during 2000-2002. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of certain TTR that each of these customers accounted for in 2002.

No.	Customer's name	Street address (not P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2002 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-D.--COMPETITION FROM IMPORTS--LOST REVENUES**

THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since January 1, 2000: To avoid losing sales to competitors selling certain TTR from France, Japan, or Korea, did your firm:

Reduce prices ☐ Yes ☐ No

Roll back announced price increases ☐ Yes ☐ No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost revenues whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your initial price quotation
- Quantity involved
- Your initial **rejected** price quotation (total delivered value)
- Your **accepted** price quotation (total delivered value)
- The country of origin of the competing imported product
- The competing price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (<i>msi</i>)	Initial rejected U.S. price (total value-- <i>dollars</i>)	Accepted U.S. price (total value-- <i>dollars</i>)	Country of origin	Competing import price (total value-- <i>dollars</i>)

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES**

THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since January 1, 2000: Did your firm lose sales of certain TTR to imports of these products from France, Japan, or Korea?

☐ Yes

☐ No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

Customer name, contact person, phone and fax numbers

Specific product(s) involved

Date of your price quotation

Quantity involved

Your rejected price quotation (total delivered value)

The country of origin of the competing imported product

The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (<i>msi</i>)	Rejected U.S. price (total value-- <i>dollars</i>)	Country of origin	Accepted import price (total value-- <i>dollars</i>)

PART V. SLITTED FAX TTR--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Christopher J. Cassise (202-708-5408; ccassise@usitc.gov). **Supply all data requested (except for financial data) on a calendar-year basis.**

V-1. Who should be contacted regarding the requested information?

Company contact: _____
Name and title

Phone No. E-mail address

V-2. With respect to your firm's operations on slitted fax TTR, have you, since January 1, 2000, lost sales or revenues or experienced any negative effects on your firm's growth, investment, ability to raise capital, or existing development and production efforts, including efforts to develop a derivative or more advanced version of the product, as a result of imports of certain TTR from France, Japan, or Korea?

☐ No ☐ Yes--Please describe the lost sales/revenues and/or negative impact.

V-3. Report the information requested on the following page for slitted fax TTR produced in your U.S. establishment(s) during the specified periods. (See product definitions in the instruction booklet). In the space provided below, please indicate whether or not your firm was able to provide accurate figures, or estimates, for the data requested. If not, identify your problems in doing so and indicate the nature (and extent) of any inaccuracies.

PART V.-SLITTED FAX TTR-TRADE AND RELATED INFORMATION--Continued

(Quantity in 1,000 msi (thousand square inches), value in \$1,000)					
Item	Calendar years, except as noted			January-March	
	2000	2001	2002	2002	2003
AVERAGE PRODUCTION CAPACITY (quantity)					
BEGINNING-OF-PERIOD INVENTORIES (quantity)					
PRODUCTION (quantity)					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments (1,000 msi)					
Quantity of commercial shipments (1,000 pounds)					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption (1,000 msi)					
Quantity of internal consumption (1,000 pounds)					
Value ¹ of internal consumption					
Transfers to related firms:					
Quantity of transfers to related firms (1,000 msi)					
Quantity of transfers to related firms (1,000 pounds)					
Value ¹ of transfers to related firms					
EXPORT SHIPMENTS:²					
Quantity of export shipments (1,000 msi)					
Quantity of export shipments (1,000 pounds)					
Value of export shipments					
END-OF-PERIOD INVENTORIES³ (quantity)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (1,000 hours)					
WAGES PAID TO PRWs (value)					
FINANCIAL INFORMATION:⁴					
Net sales:⁵					
Quantity					
Value					
Cost of goods sold (value)					
Gross profit or (loss) (value)					
Selling, general, and administrative expenses (value)					
Operating income or (loss) (value)					
Capital expenditures (value)					
¹ Sales to related firms (including internal consumption and transfers) must be valued at fair market value. ² Identify your principal export markets: _____ ³ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ ⁴ Report financial information on a fiscal-year basis (year ending _____). ⁵ Including internal consumption and transfers to related firms and net of discounts, returns, allowances, and prepaid freight.					

PART V.-SLITTED FAX TTR-TRADE AND RELATED INFORMATION--Continued

V-4. **COMPARABILITY OF CERTAIN SLITTED TTR AND AND SLITTED FAX TTR**..--Please describe the differences and similarities in certain slitted TTR and slitted fax TTR for the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical/chemical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two TTR products. Use additional pages as necessary.

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:
